

## Message Text

CONFIDENTIAL

PAGE 01 MOSCOW 07735 222046Z

17 15

ACTION EUR-25

INFO OCT-01 ISO-00 EB-11 RSC-01 DRC-01 /039 W

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R 221815Z MAY 74

FM AMEMBASSY MOSCOW

TO SECSTATE WASHDC 9080

INFO USDOC WASHDC

C O N F I D E N T I A L MOSCOW 7735

USDOC FOR BEWT/BOWDEN

E.O. 11652: GDS

TAGS/ ETRD, UR, US

SUBJECT: SPERRY SIGNS COOPERATION PROTOCOL, OPEN EXHIBIT

1. SPERRY CHAIRMAN LYET AND STATE COMMITTEE SCIENCE AND TECHNOLOGY DEPUTY CHAIRMAN GVISHIANI SIGNED STANDARD SCIENTIFIC-TECHNICAL COOPERATION AGREEMENT MAY 20. SPERRY EXHIBITION AT SOKOL'NIKI OPENED MAY 21 AND IS DRAWING EXTREMELY WELL. AMBASSADOR ATTENDED OPENING CEREMONY AND MADE BRIEF REMARKS.

2. IN UNUSUAL TWIST, SOVIETS OFFERED SIGN FINAL CONTRACT FOR SPERRY-UNIVAC COMPUTER SYSTEM (1106) FOR AEROFLOT RESERVATION SYSTEM DURING LYET'S VISIT. HOWEVER, SPERRY DECLINED SIGN CONTRACT UNTIL ITS LEGAL STAFF HAD OPPORTUNITY EXAMINE LANGUAGE, PARTICULARLY ON PERFORMANCE GUARANTEES AND PENALTIES. SPERRY SEEMS ASSURED OF LANDING THIS ORDER, WHICH WILL BE COMPANY'S FIRST MAJOR SYSTEM SOLD TO USSR. IN ADDITION, SOVIETS VERY INTERESTED IN BUYING 1106 ON DISPLAY AT SOKOL'NIKI, ALTHOUGH END-USER NOT YET IDENTIFIED. AT SPERRY RECEPTION MAY 21, MME. ANODINA OF CIVIL AIR MINISTRY WAS ENCOURAGING, ALTHOUGH NON-COMMITAL, REGARDING SPERRY'S CHANCES ON ATC CONTRACT.  
STOESSEL

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## Message Attributes

**Automatic Decaptioning:** X  
**Capture Date:** 01 JAN 1994  
**Channel Indicators:** n/a  
**Current Classification:** UNCLASSIFIED  
**Concepts:** SALES, EXHIBITS, CONTRACTS, COMPUTERS  
**Control Number:** n/a  
**Copy:** SINGLE  
**Draft Date:** 22 MAY 1974  
**Decaption Date:** 01 JAN 1960  
**Decaption Note:**  
**Disposition Action:** RELEASED  
**Disposition Approved on Date:**  
**Disposition Authority:** GarlanWA  
**Disposition Case Number:** n/a  
**Disposition Comment:** 25 YEAR REVIEW  
**Disposition Date:** 28 MAY 2004  
**Disposition Event:**  
**Disposition History:** n/a  
**Disposition Reason:**  
**Disposition Remarks:**  
**Document Number:** 1974MOSCOW07735  
**Document Source:** CORE  
**Document Unique ID:** 00  
**Drafter:** n/a  
**Enclosure:** n/a  
**Executive Order:** GS  
**Errors:** N/A  
**Film Number:** D740128-0770  
**From:** MOSCOW  
**Handling Restrictions:** n/a  
**Image Path:**  
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**Legacy Key:** link1974/newtext/t19740527/aaaaaxlp.tel  
**Line Count:** 51  
**Locator:** TEXT ON-LINE, ON MICROFILM  
**Office:** ACTION EUR  
**Original Classification:** CONFIDENTIAL  
**Original Handling Restrictions:** n/a  
**Original Previous Classification:** n/a  
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**Page Count:** 1  
**Previous Channel Indicators:**  
**Previous Classification:** CONFIDENTIAL  
**Previous Handling Restrictions:** n/a  
**Reference:** n/a  
**Review Action:** RELEASED, APPROVED  
**Review Authority:** GarlanWA  
**Review Comment:** n/a  
**Review Content Flags:**  
**Review Date:** 11 JUN 2002  
**Review Event:**  
**Review Exemptions:** n/a  
**Review History:** RELEASED <11 JUN 2002 by elyme>; APPROVED <28 FEB 2003 by GarlanWA>  
**Review Markings:**

Declassified/Released  
US Department of State  
EO Systematic Review  
30 JUN 2005

**Review Media Identifier:**  
**Review Referrals:** n/a  
**Review Release Date:** n/a  
**Review Release Event:** n/a  
**Review Transfer Date:**  
**Review Withdrawn Fields:** n/a  
**Secure:** OPEN  
**Status:** NATIVE  
**Subject:** SPERRY SIGNS COOPERATION PROTOCOL, OPEN EXHIBIT  
**TAGS:** ETRD, UR, US, SPERRY-UNIVAC  
**To:** STATE  
**Type:** TE  
**Markings:** Declassified/Released US Department of State EO Systematic Review 30 JUN 2005